

TARGET GROUP FOR TEAM OUTPUT

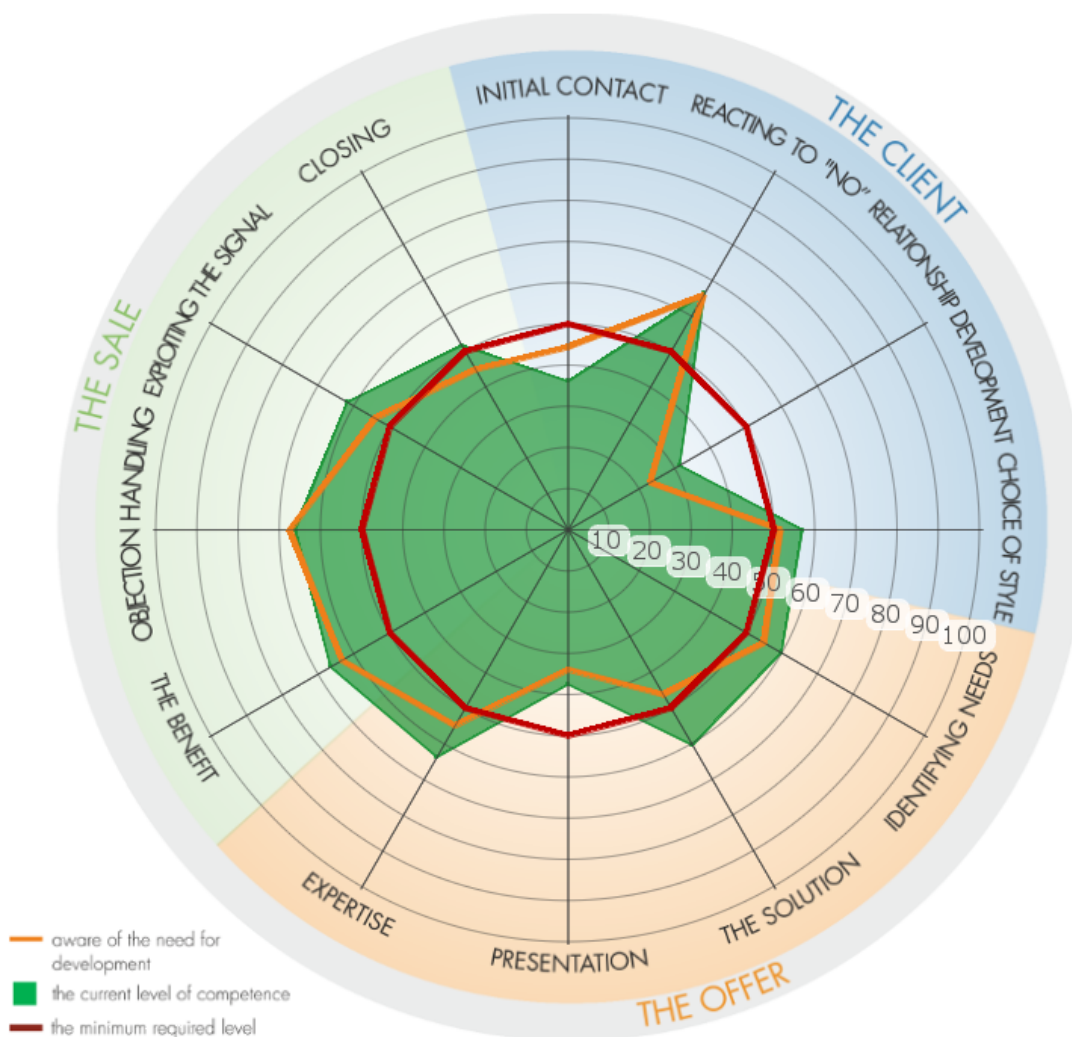
GROUP MEMBERS:

- bill.smith@example.com (Bill Smith)
- jeremy.johnson@example.com (Jeremy Johnson)
- john.doe@example.com (John Doe)
- mandy@example.com (Mandy Moon)

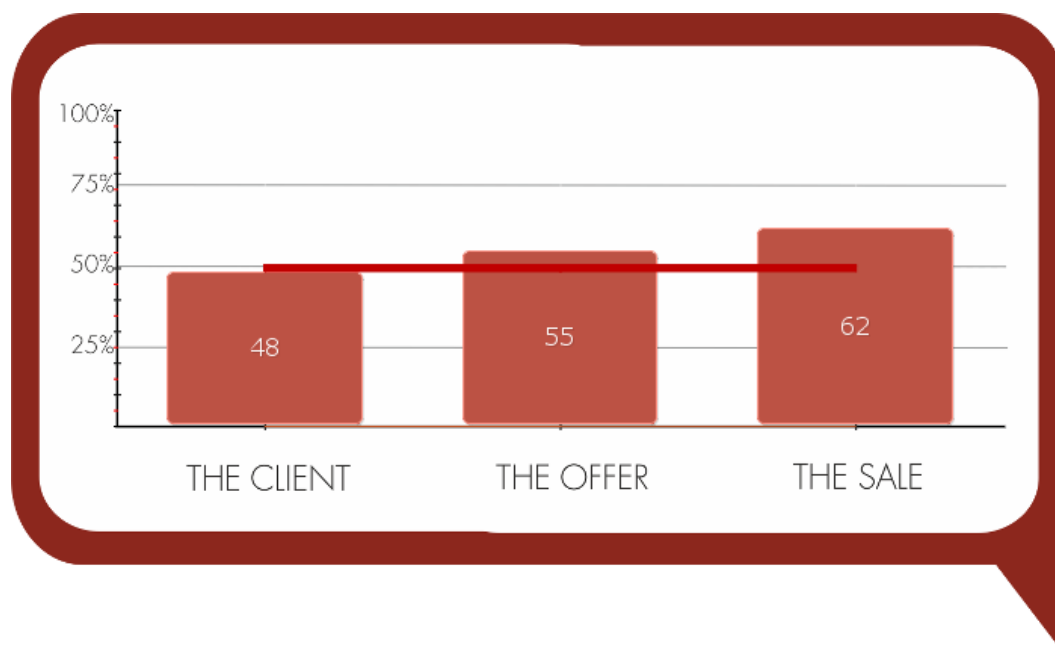
PEOPLE LABELLED AS MANAGERS:

- susan.black@example.com (Susan Black)

REPRESENTATION OF SALES COMPETENCES IN THE TEAM



COMPETENCE AREAS



PRIORITY AREAS FOR THE ACTION DEVELOPMENT PLAN

| PRIORITY | DEVELOPMENT ACTIVITIES |
|----------|---|
| 1 | <ul style="list-style-type: none"> training aimed at professional behaviour, business etiquette, and work with first impressions |
| 2 | <ul style="list-style-type: none"> training aimed at acquisition phone calls, especially preparation, typology of questions, structure of the call |
| 3 | <ul style="list-style-type: none"> training aimed at basic presentation skills, with emphasis on the contents and structure of a presentation |